
INPUT

*VENDOR ANALYSIS
PROGRAM*

TABLE

TABLE

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VENDOR ANALYSIS PROGRAM (VAP)

COMPANY PROFILES

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Applied Information Development, Inc.	8/89	Cross	6
Applied Learning International, Inc.	11/88	Cross/ET	6
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ARC/AMS See: Agency Management Systems, Inc.			
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Arthur D. Little	12/90	Cross	6
ASA International Ltd.	6/90	DMan, Dis, Tran	5
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ASK Computer Systems, Inc.	12/89	DMan, PMan	5
Aspen Research, Inc.	12/89	Cross	4
ATAC	9/88	Fed	6
ATA Services, Inc.	3/89	Tran, Tele	6, 1

Autodesk, Inc.	6/90	Cross/ES	3
Automated Concepts Incorporated	8/88	Cross	6
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Baggerly & Associates	4/90	Cross/EDI	3
Barrister Information Systems Corporation	7/90	BServ	5
BDM International, Inc.	9/89	Fed	6
Bell Atlantic Corporation	8/89	Cross	6, 4
BGS Systems, Inc.	5/90	Cross	4
Birmingham Computer Group, Inc.	3/90	Cross/EDI	4
Bluebird Systems, Inc.	8/89	Cross	3, 4
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Bolt Beranek and Newman Inc.	12/87	Cross	6
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Brandon Systems Corporation	3/90	Cross	6
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BRS Information Technologies	4/88	Cross/DB	2
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CAPSCO PALLM Systems	4/90	Ins	3, 6
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Centel Federal Systems, Inc.	2/91	Fed	7
Cerner Corporation	6/90	Med	5
CGI Systems, Inc.	10/89	Cross/CASE	4
CIMLINC Inc.	2/88	DMan	5
Cincinnati Bell Information Systems Inc.	4/89	Tele, Fed	6, 3
Cincom Systems, Inc.	12/90	Cross	4, 3
Citicorp Information Resources	10/90	Bank	1
Citizens Financial Corporation (acquired by FIserv, Inc.)			
City National Information Systems	2/89	Bank	1
C.M. Computers, Inc.	5/89	Med	5
Cognitive Systems, Inc.	4/89	Bank	6
Cognos Incorporated	8/89	Cross	4
COIN Financial Systems	7/89	RDis, Bank	5
Collier-Jackson, Inc. See: CompuServe			
Comdata Holdings Corporation	10/90	Tran, RDis, PServ	1, 2
Comdisco Disaster Recovery Services, Inc.	1/91	Cross/DR	1
Communications Software, Inc.	12/88	Tele	5
Comp-U-Check, Inc.	10/89	RDis, Bank	1, 2
CompuServe Incorporated	1/90	Cross/DB	2, 3
Comp-u-Staff	4/89	Cross	6
COMPUTAB, Inc. See: Affiliated Computer Systems			
Computer Associates International, Inc.	12/90	Cross, Bank, Man	4, 3
Computer Company (The) (acquired by First Financial Management Corporation)			
Computer Corporation of America	10/90	Cross	4
Computer Curriculum Corporation	12/86	Edu	5
Computer Data Systems, Inc.	10/89	Fed	6, 3, 1

Computer Horizons Corp.	7/90	Man, Tele, Bank	6
Computerized Lodging Systems, Inc.	3/89	Hotel	5
Computer Language Research, Inc.	11/89	BServ, Cross	1
Computer Sciences Corporation	11/90	Fed, Ins, Cross	6, 7, 8
Computer Task Group	7/90	Man, Bank	6, 7
CompuTrac, Inc.	5/89	BServ	5
Compuware Corporation	3/90	Cross	4
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Control Data Business Management Services	7/90	Cross/HR	1
Control Data Credit Union Services	9/89	Bank	5
Control Data EFT Data Services	9/89	Bank	2
Cornell Computer Corporation	4/89	Cross	6
Corporate Software, Inc.	7/89	Cross	3, 4, 6
Corporate Systems, Ltd.	6/90	Cross/HR	1
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Cutler-Williams, Inc.	3/89	Cross	6, 7
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Cyborg Systems, Inc.	2/89	Cross/HR	3, 6
CyCare Systems, Inc.	10/89	Med	1, 5
Daisy Systems Corporation	2/88	DMan	5
Data Architects, Inc. See: Logica Data Architects, Inc.			
Data Language Corporation See: Progress Software Corporation			

Datalex, Inc.	10/89	Cross	4
Data Systems for Industry	10/89	DMan	6
Datatel	10/89	Educ	5, 3
Data 3 Systems, Inc. (acquired by ASK Computer Systems)			
DB/ACCESS Inc.	12/89	Cross	4
Deere Tech Services	2/90	Man, Fed	6
Delphi Information Systems, Inc.	12/90	Ins	5
Deluxe Data Systems, Inc.	12/88	Bank, RDis	1, 2
Dialcom Group (merged with BT Tymnet)	5/89	Cross	2
Dialog Information Services, Inc.	11/90	Cross/DB	2
DIGINETICS, Inc.	5/89	Cross/ES	3
Digital Learning Systems, Inc.	10/89	Cross/ET/SA	3
Digital Research, Inc.	10/90	Cross	3, 4
Distribution Sciences, Inc.	10/89	Tran	3, 2
DMR Group Inc.	12/90	Gov, Bank, Man	6
DNS Associates, Inc.	9/88	Cross/EDI	3, 6
DST Systems, Inc.	3/90	Bank	1
Dun & Bradstreet Software Services, Inc.	9/90	Cross/HR/AC, Man	3
DYATRON Corporation (acquired by SunGard Data Systems)	6/89	RDis, Bank	1, 3, 5
Dyer Wells and Associates	10/87	Ins	6, 3
Easel Corporation	9/90	Cross	4
EDI, Inc.	4/90	Cross/EDI	3, 4
Effective Management Systems, Inc.	1/90	DMan, WDis	5
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ELCOMP Systems, Inc.	5/89	Med	5
Electronic Data Systems Corporation	8/90	Bank, Ins, Fed	1, 6, 7, 8
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Envoy Corporation	8/90	Bank, RDis	1
Equifax Inc.	10/90	Ins, Bank, RDis	1, 2, 3

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Financial Decision Systems, Inc.	6/89	Cross	3, 1
First Data Resources Inc.	3/90	Bank	1
First Financial Management Corporation	5/90	Bank	1, 2
Flserv, Inc.	10/89	Bank	1
ForceTen Computer Services Limited	2/90	Cross	1
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Gabrieli Medical Information Systems, Inc.	7/89	Ins	3
GE Information Services	2/90	Bank, Man, Cross	1, 2
GENESYS Software Systems, Inc.	11/90	Cross/HR	3
Genix Corporation	6/90	Cross	8
GeoControl Systems, Inc.	7/89	Fed, PMan	6, 4
GeoQuest Systems, Inc.	6/89	PMan	5
GeoVision Corporation	9/89	Cross/ES	3
Gerber Alley	3/91	Med	5
Gerber Scientific, Inc.	1/90	Cross/ES, Man	5
Global Information Systems Technology, Inc.	10/89	Cross/ET	3
Global Software, Inc.	9/88	Cross/AC, Med	3
Goal Systems International Inc.	9/90	Cross	4
Grumman Data Systems Corporation	7/87	Fed	6
GSI Transcomm	2/90	Cross/AC	3, 6
Harte-Hanks Data Technologies	4/89	Cross/SA	1, 3
HBO & Company	12/89	Med	5, 1, 6
Health Data Sciences Corporation	2/88	Med	5
Heuristima Corporation	10/89	Man, BServ	5
Hogan Systems, Inc.	9/90	Bank	3
Holland Systems Corporation	11/88	Cross/CASE	4
IBM Information Network	9/86	Cross	1, 2

Index Group (acquired by Computer Sciences Corporation)			
Index Technology Corporation	11/88	Cross/CASE	4
INFO GROUP (THE)	2/90	Cross	3
Infocel	7/89	Loc, Educ	5
Information Builders, Inc.	6/88	Cross	4
Information Management Corporation	10/90	RDis	3, 6
Information Resources, Inc.	7/89	Man, Dis	1, 2
Information Science Incorporated	2/91	Cross/HR	3, 6, 1
Information Systems of America, Inc.	3/90	Ins	3
Informix Corporation	12/89	Cross	4, 3
Ingres Corporation (acquired by ASK Computer Systems)	5/90	Cross	4
Input Output Computer Services, Inc.	10/86	Cross	6
Insurnet, Inc.	2/91	Ins	5
Integral Systems, Inc.	10/89	Cross/AC/HR	3
Integrated Automation, Inc. (acquired by Litton)			
Integrated Health Systems, Inc.	11/90	Med	3
Integrated Microcomputer Systems, Inc.	7/89	Fed	6, 7
IntelliCorp	12/88	Cross	4, 6
Intelligent Business Systems, Inc.	5/89	Cross	4
Interactive Data Corporation (acquired by Dun & Bradstreet)	9/87	Bank	2, 1, 3
INTERACTIVE Systems Corporation	6/88	Cross	4, 6
Interchange Systems, Inc.	9/88	Cross/EDI	3
Intergraph Corporation	12/89	Cross/ES	5
Interleaf, Inc.	2/90	Cross/SA	3
Intermetrics, Inc.	11/89	Fed	6
ISI Systems, Inc. (acquired by Memotec Data Inc.)	10/89	Ins	1, 3
ITP Boston, Inc.	10/86	Man	6, 7
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Jefferson-Pilot Data Services, Inc.	6/89	Util	1

Jonas & Erickson	3/90	BServ, RDis	5
Keane, Inc.	6/90	Cross	6
Keydata Corporation	4/88	WDis, Man	5
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Kleinschmidt, Inc.	2/91	Cross/EDI	2
KnowledgeWare, Inc.	2/91	Cross/CASE	4
Landmark Systems Corporation	8/88	Cross	4
Language Technology Inc.	11/89	Cross/CASE	4
Lawson Associates	3/90	Cross/AC/HR	3
Learning Tree International, Inc.	5/90	Cross/ET	6
LEGENT Corporation	3/90	Cross	4
Liant Software Corporation	6/90	Cross	4
Litton Computer Services	4/89	Fed, Cross	1, 6, 7
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Logica Data Architects, Inc.	1/91	Bank, Ins, Tele	6, 3
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Logisticon, Inc.	2/91	WDis, Man	5
Lotus Development Corporation	11/90	Cross	3
MacNeal-Schwendler Corporation (The)	7/90	Cross/ES	3
Madic-Compufact Corporation	7/89	Man	5
Management Science America, Inc. See: D&B Software Services, Inc.			
Manager Software Products	3/89	Cross	4
Marcam Corporation	2/90	PMan	3
Martin Marietta Information Systems Group	6/90	Fed	7, 6, 8
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Mead Data Central	5/90	Cross/DB	2

Media Cybernetics, Inc.	7/89	Cross	3, 4
Medical Information Technology, Inc.	2/90	Med	3
Mentor Graphics Corporation	6/90	Cross/ES/SA	5, 3
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Metaphor Computer Systems, Inc.	9/88	Cross/SA	5
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Microsoft Corporation	1/89	Cross/WP	3, 4
M&I Data Services, Inc.	8/89	Bank	1, 3
Mirror Telephony Software, Inc.	3/90	Tele	3
Mitrol Incorporated	3/87	Cross/AC	3, 4
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Mutual Services Inc.	11/89	Bank	1, 2
Nastec Corporation (merged with Transform Logic Corp.)	11/88	Cross/CASE	4
National College Services	11/89	Educ	3, 1, 6
National Data Corporation	10/89	RDis, Bank, Med	1, 2, 5
National Distributor Systems, Inc.	3/89	WDis	5
National FSI, Inc. See: SEI Corporation			
NCR Data Services	9/88	Bank	1
Network Computing Corporation	11/89	Util, Loc	3, 5, 1
Network Equipment Technologies, Inc.	3/89	Cross	6
Network Management, Inc.	4/89	Cross	6
Newtrend Group (The)	11/89	Bank	3, 1

Neuron Data	12/89	Cross	4
Nichols & Company	7/89	Cross	3
Nortridge Software, Inc.	5/89	Bank	3
OAO Corporation	12/86	Fed	6
Octel Communications Corporation	12/89	Cross	5
Odesta Corporation	12/89	Cross	4, 3
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PBL Associates	.1/91	Cross/AC	3
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Piedmont Systems Incorporated	4/90	Cross/EDI	3
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Planning Research Corporation	8/89	Fed	6, 7
Policy Management Systems Corporation	5/90	Ins	1, 3
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Project Software & Development, Inc.	2/90	Cross	3
Proprietary Software Systems, Inc.	6/89	Fed	6
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Quorum Systems	9/89	BServ	5
Quotron Systems, Inc.	5/89	Bank, Cross/DB	2, 1
RAILINC Corporation	4/90	Trans	2
RealWorld Corporation	7/90	Cross/AC	3

Redinet Services	9/88	Cross/EDI	2
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Release Management Systems	9/88	Cross/EDI	3
Republic Service Bureau Inc.	12/86	Cross	1
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Robin & Dackerman	11/90	Cross	6
Ross Systems, Incorporated	3/90	Cross/AC	3
RSA Data Security, Inc.	5/89	Cross	4
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Sage Software, Inc.	12/90	Cross/CASE	4
Santa Cruz Operation, Inc. (The)	7/89	Cross	4, 3
Santiago Data Systems, Inc.	6/89	Med	3
SAS Institute Inc.	2/91	Cross/PA	3, 4
Satellite Computing, Inc.	11/90	Dis, Man	3
SAZTEC International, Inc.	1/91	Tele	1
SCICOM Data Services, Ltd.	3/87	Cross	1
Science Applications International Corporation	9/90	Fed	6, 7
Scientific Systems Services, Inc. See: Computer Task Group			
SCS/Compute, Inc.	10/89	BServ	1, 3
SEI Corporation	7/90	Bank	1
Shared Financial Systems, Inc.	1/91	Bank, RDis	3, 6
Shared Medical Systems Corporation	5/89	Med	1
SHL Systemhouse Inc.	8/90	Cross	7, 6
Sigma Systems Inc.	11/89	Educ	3
Simplan Systems, Inc.	7/89	Cross/DS	3
SofTech, Inc.	1/91	Fed	6, 7
Softlab Inc.	11/88	Cross/CASE	4
Software AG Systems, Inc.	4/88	Cross	4
Software Publishing Corporation	3/91	Cross/PA	3
Software Services of America, Inc.	4/88	Bank	3
Source Telecomputing Corporation See: CompuServe Incorporated			

Speech Plus, Inc. (acquired and merged into Centigram Communications Corp.)	7/89	Cross	5
Speech Systems Incorporated	8/89	Cross	5
SPSS Inc.	3/91	Cross/ES	3
Sterling Software, Inc.	3/91	Cross, Fed, RDis Bank	6, 8, 4 3, 2
Sterling Software Applications Software Group	6/89	Cross/EDI, RDis Bank	3, 2
Sterling Software Federal Systems Group	3/91	Fed	6, 8
Sterling Software Systems Software Group	3/91	Cross	4
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Stockholder Systems, Inc.	2/91	Bank, Util	3
Stonehouse & Company	2/90	Cross	3
St. Paul Software	4/90	Man, Dis	3
STSC, Inc.	12/90	Cross	3, 4
SunGard Data Systems Inc.	10/89	Cross/DR, Bank	1, 3
Supply Tech, Inc.	4/90	Cross/EDI	3
Sybase	5/89	Cross	4
Symantec Corporation	11/88	Cross/PA	3, 4
Synercom Technology, Inc.	4/90	Cross/ES	3
SYSCON Corporation	10/89	Fed	6
Systematics, Inc. (acquired by Alltel)	10/89	Bank	8, 3
System Integrators, Inc.	4/87	PMan	5
Systems & Computer Technology Corporation	2/89	Educ, St, Loc, Fed	8, 6
Systems Center, Inc.	12/90	Cross	4
System Software Associates, Inc.	3/91	DMan, Dis	3
TDS Healthcare Systems Corporation	11/90	Med	3, 1
TEC Computer Systems, Inc. See: ASA International Ltd.			
Technalysis Corporation	6/89	Cross	6
Technicon Data Systems Corporation See: TDS Healthcare Systems Corporation			

Teknowledge, Inc.	12/88	DMan	6
Telecredit, Inc.	2/91	RDis, Bank	1, 2
Telerate, Inc. (subsidiary of Dow Jones)	1/90	Bank, Cross	2
Telos Corporation (acquired by Contel)	1/89	Fed, St, Loc	6
Terrano Corporation	6/90	Med	5
Ticketron	10/89	St, Cross	1
Timberline Software Corporation	4/90	BServ, Misc	3
Titan Systems, Inc.	8/88	Fed	6
Tominy, Inc.	3/89	Cross	4, 6
Tone Software Corporation	8/87	Cross	4, 6
Total System Services, Inc.	8/90	Bank	1
Transform Logic Corporation	4/88	Cross	4
Transportation Management Techniques, Inc.	5/89	Cross, Tran	3
Trax Softworks, Inc.	3/89	Cross/PA	3
Triad Systems Corporation	2/91	RDis, Med	5
TRW Information Services	9/88	RDis, Bank	2
TRW System Development	12/86	Fed	6
TSC, Inc.	10/90	Dis, Man, Bank Ins	7
TSR, Inc.	10/87	Cross	6
Unify Corporation	1/91	Cross	4
UNIPAC Service Corporation	5/90	Bank	1
United Education & Software Data Systems Group	11/89	Educ	3
United Information Technologies Corp.	2/90	Tele	6
U.S. Intelco Network, Inc.	6/89	Tele	1
U S WEST Inc.	5/89	Tele, Bank	1, 2, 3, 4
U S WEST Network Systems Inc.	5/89	Cross	3
Vanguard Technologies International, Inc. See: Cincinnati Bell Information Systems			
Verity, Incorporated	7/89	Cross	4
Votan	8/89	Cross	5

Warner Computer Systems, Inc.	3/91	Ins, Bank	8, 1
Wavefront Technologies	7/89	Cross/ES	3
Westbridge Computer Corporation	8/90	Gov	1, 6
Western Data Systems, Inc.	8/89	DMan	3
Westinghouse Communications	5/90	Cross	2
WordPerfect Corporation	2/91	Cross/OS/PA	3
WordStar International Incorporated	2/91	Cross/OS	3
Worldwide Chain Store Systems Inc.	3/91	RDis, WDis	3
Xerox Computer Services	9/88	DMan, WDis	1, 3, 5
Xerox Desktop Software	5/90	Cross/SA	3
Xyvision, Inc.	9/90	Cross/SA	3

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Primary Markets

Industry Specific

Bank - Banking and finance
BServ - Services (accountants, lawyers)
Dis - Distribution
DMan - Discrete manufacturing
Educ - Education
Fed - Federal government
Ins - Insurance
Loc - Local government
Man - Manufacturing
Med - Medical
PMan - Process manufacturing
PServ - Personal/consumer services
RDis - Retail distribution
St - State government
Tele - Telecommunications
Tran - Transportation
Util - Utilities
WDis - Wholesale distribution
Misc - Construction/agriculture

Cross Industry Application Solutions

AC - Accounting
ES - Engineering/scientific
ET - Education and training
HR - Human resources
OS - Office systems
PA - Planning and analysis
SA - Sales/marketing/other

Other

CASE - Computer-aided software engineering
COM - Computer output microfilm
DB - On-line data base services
DR - Disaster recovery
EDI - Electronic data interchange

Service Modes

1 = Processing Services
2 = Network Services
3 = Application Software
4 = Systems Software

5 = VAR/Turnkey Systems
6 = Professional Services
7 = Systems Integration
8 = Systems Operations

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American Management Systems, Inc.	11/90	Bank, Fed, Loc, Educ	6, 7
American Software, Inc.	9/90	Cross, Man, Dis, Med	3
Ameritech	8/89	Cross	8
Anacomp, Inc.	3/90	Cross/COM	1
Analysts International Corporation	10/90	Cross	6
Analytical Technologies, Inc.	8/89	Cross	6
Andersen Consulting	4/90	Cross	7, 6
APL Group, Inc. (The)	9/88	Cross/EDI	4
Applicon (name changed to Schlumberger CAD/CAM)	6/86	Cross/ES	5
Applied Business Technologies, Inc.	2/89	Edu	3
Applied Communications, Inc.	5/89	Bank	3
Applied Data Research, Inc. See: Computer Associates			
Applied Information Development, Inc.	8/89	Cross	6
Applied Learning International, Inc.	11/88	Cross/ET	6
Arbitron Company (The)	9/89	Util	1
ARC/AMS See: Agency Management Systems, Inc.			
Arkansas Systems, Inc.	1/91	Bank, Cross	3, 4, 6
Armor Systems, Inc.	4/89	Cross/AC	3
Arthur D. Little	12/90	Cross	6
ASA International Ltd.	6/90	DMan, Dis, Tran	5
Ashton-Tate	5/90	Cross	3, 4
ASK Computer Systems, Inc.	12/89	DMan, PMan	5
Aspen Research, Inc.	12/89	Cross	4
ATAC	9/88	Fed	6
ATA Services, Inc.	3/89	Tran, Tele	6, 1

Autodesk, Inc.	6/90	Cross/ES	3
Automated Concepts Incorporated	8/88	Cross	6
Automated Systems Consultants, Inc.	8/88	Cross	6
Automatic Data Processing, Inc.	2/90	Cross/HR, AC	1
Auto-trol Technology Corporation	5/89	Cross/ES	5
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Bachman Information Systems, Inc.	11/88	Cross/CASE	4
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Barrister Information Systems Corporation	7/90	BServ	5
BDM International, Inc.	9/89	Fed	6
Bell Atlantic Corporation	8/89	Cross	6, 4
BGS Systems, Inc.	5/90	Cross	4
Birmingham Computer Group, Inc.	3/90	Cross/EDI	4
Bluebird Systems, Inc.	8/89	Cross	3, 4
Boeing Computer Services Company	1/89	Fed, Cross	6, 7, 1, 8
Bolt Beranek and Newman Inc.	12/87	Cross	6
Boole & Babbage, Inc.	7/90	Cross	4
Borland International, Inc.	9/90	Cross	3, 4
Brandon Systems Corporation	3/90	Cross	6
Broderbund Software, Inc.	3/89	Cross/PServ	3
BT Tymnet Inc.	1/90	Cross	2
BRS Information Technologies	4/88	Cross/DB	2
CACI International	1/91	Fed	6, 8
Cadence Design Systems, Inc.	7/90	Cross/ES	3
Cadre Technologies Inc.	11/88	Cross/CASE	4
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Candle Corporation	11/90	Cross	4
CAP GEMINI AMERICA	4/90	Cross	6
CAPSCO PALLM Systems	4/90	Ins	3, 6
Carter-Pertaine, Inc.	12/89	Educ	3
Cass Logistics, Inc.	9/90	Tran, Dis	1, 3

CCH Computax, Inc.	5/90	BServ	1
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Centel Federal Systems, Inc.	2/91	Fed	7
Cerner Corporation	6/90	Med	5
CGI Systems, Inc.	10/89	Cross/CASE	4
CIMLINC Inc.	2/88	DMan	5
Cincinnati Bell Information Systems Inc.	4/89	Tele, Fed	6, 3
Cincom Systems, Inc.	12/90	Cross	4, 3
Citicorp Information Resources	10/90	Bank	1
Citizens Financial Corporation (acquired by FIServ, Inc.)			
City National Information Systems	2/89	Bank	1
C.M. Computers, Inc.	5/89	Med	5
Cognitive Systems, Inc.	4/89	Bank	6
Cognos Incorporated	8/89	Cross	4
COIN Financial Systems	7/89	RDis, Bank	5
Collier-Jackson, Inc. See: CompuServe			
Comdata Holdings Corporation	10/90	Tran, RDis, PServ	1, 2
Comdisco Disaster Recovery Services, Inc.	1/91	Cross/DR	1
Communications Software, Inc.	12/88	Tele	5
Comp-U-Check, Inc.	10/89	RDis, Bank	1, 2
CompuServe Incorporated	1/90	Cross/DB	2, 3
Comp-u-Staff	4/89	Cross	6
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Computer Language Research, Inc.	11/89	BServ, Cross	1
Computer Sciences Corporation	11/90	Fed, Ins, Cross	6, 7, 8
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Compuware Corporation	3/90	Cross	4
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Control Data Business Management Services	7/90	Cross/HR	1
Control Data Credit Union Services	9/89	Bank	5
Control Data EFT Data Services	9/89	Bank	2
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Corporate Software, Inc.	7/89	Cross	3, 4, 6
Corporate Systems, Ltd.	6/90	Cross/HR	1
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CyCare Systems, Inc.	10/89	Med	1, 5
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Data Language Corporation See: Progress Software Corporation			

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Digital Research, Inc.	10/90	Cross	3, 4
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Intergraph Corporation	12/89	Cross/ES	5
Interleaf, Inc.	2/90	Cross/SA	3
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Lawson Associates	3/90	Cross/AC/HR	3
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LEGENT Corporation	3/90	Cross	4
Liant Software Corporation	6/90	Cross	4
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M&I Data Services, Inc.	8/89	Bank	1, 3
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National Data Corporation	10/89	RDis, Bank, Med	1, 2, 5
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NCR Data Services	9/88	Bank	1
Network Computing Corporation	11/89	Util, Loc	3, 5, 1
Network Equipment Technologies, Inc.	3/89	Cross	6
Network Management, Inc.	4/89	Cross	6
Newtrend Group (The)	11/89	Bank	3, 1

Neuron Data	12/89	Cross	4
Nichols & Company	7/89	Cross	3
Nortridge Software, Inc.	5/89	Bank	3
OAQ Corporation	12/86	Fed	6
Octel Communications Corporation	12/89	Cross	5
Odesta Corporation	12/89	Cross	4, 3
On-Line Software International, Inc.	4/90	Cross	4
Optimation	10/86	PMan	3, 5
Oracle Systems Corporation	2/90	Cross	4, 3
PAC Corporation	6/87	BServ	5
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Paychex, Inc.	12/90	Cross/HR	1
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PDA Engineering	11/89	Cross/ES	3
Pentamation Enterprises, Inc.	2/89	Med, Educ, Cross	1, 5
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Progress Software Corporation	2/91	Cross	4
Project Software & Development, Inc.	2/90	Cross	3
Proprietary Software Systems, Inc.	6/89	Fed	6
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Quorum Systems	9/89	BServ	5
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RAILINC Corporation	4/90	Trans	2
RealWorld Corporation	7/90	Cross/AC	3
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SAZTEC International, Inc.	1/91	Tele	1
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Shared Financial Systems, Inc.	1/91	Bank, RDis	3, 6
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Sigma Systems Inc.	11/89	Educ	3
Simplan Systems, Inc.	7/89	Cross/DS	3
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St. Paul Software	4/90	Man, Dis	3
STSC, Inc.	12/90	Cross	3, 4
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VENDOR ANALYSIS PROGRAM (VAP)

COMPANY PROFILES

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Vertical		Cross Industry	
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Ins	- Insurance	DB	- Data bases
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Auto-trol Technology Corporation	5/89	Cross/ES	5
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Barrister Information Systems Corporation	7/90	Serv	5
BDM International, Inc.	9/89	Fed	6
Bell Atlantic Corporation	8/89	Cross	6, 4
BGS Systems, Inc.	5/90	Cross	4
Birmingham Computer Group, Inc.	3/90	Cross/EDI	4
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Boeing Computer Services Company	1/89	Fed, Cross	6, 7, 1, 8
Bolt Beranek and Newman Inc.	12/87	Cross	6
Boole & Babbage, Inc.	7/90	Cross	4
Borland International, Inc.	9/90	Cross	3, 4
Brandon Systems Corporation	3/90	Cross	6
Broderbund Software, Inc.	3/89	Cross/CON	3
BT Tymnet Inc.	1/90	Cross	2
BRS Information Technologies	4/88	Cross/DB	2
CACI International	1/91	Fed	6, 8
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Cadre Technologies Inc.	11/88	Cross/CASE	4
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Candle Corporation	11/90	Cross	4
CAP GEMINI AMERICA	4/90	Cross	6
CAPSCO PALLM Systems	4/90	Ins	3, 6
Carter-Pertaine, Inc.	12/89	Educ	3
Cass Logistics, Inc.	9/90	Tran, Dis	1, 3

CCH Computax, Inc.	5/90	Serv	1
CCX Network, Inc. See: Acxiom Corporation			
Centel Federal Systems, Inc.	1/90	Fed	7
Cerner Corporation	6/90	Med	5
CGI Systems, Inc.	10/89	Cross/CASE	4
CIMLINC Inc.	2/88	DMan	5
Cincinnati Bell Information Systems Inc.	4/89	Tele, Fed	6, 3
Cincom Systems, Inc.	12/90	Cross	4, 3
Citicorp Information Resources	10/90	Bank	1
Citizens Financial Corporation (acquired by FIServ, Inc.)			
City National Information Systems	2/89	Bank	1
C.M. Computers, Inc.	5/89	Med	5
Cognitive Systems, Inc.	4/89	Bank	6
Cognos Incorporated	8/89	Cross	4
COIN Financial Systems	7/89	RDis, Bank	5
Collier-Jackson, Inc. See: CompuServe			
Comdata Holdings Corporation	10/90	Tran, RDis, CON	1, 2
Comdisco Disaster Recovery Services, Inc.	1/91	Cross/DR	1
Communications Software, Inc.	12/88	Tele	5
Comp-U-Check, Inc.	10/89	RDis, Bank	1, 2
CompuServe Incorporated	1/90	Cross/DB	2, 3
Comp-u-Staff	4/89	Cross	6
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Computer Language Research, Inc.	11/89	Serv, Cross	1
Computer Sciences Corporation	11/90	Fed, Ins, Cross	6, 7, 8
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Compuware Corporation	3/90	Cross	4
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Control Data Business Information Services	9/89	Cross/DS	3
Control Data Business Management Services	7/90	Cross/HR	1
Control Data Credit Union Services	9/89	Bank	5
Control Data EFT Data Services	9/89	Bank	2
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Corporate Systems, Ltd.	6/90	Cross/HR	1
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C3, Inc.	1/88	Fed	6, 7
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Cutler-Williams, Inc.	3/89	Cross	6, 7
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Cyborg Systems, Inc.	2/89	Cross/HR	3, 6
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DB/ACCESS Inc.	12/89	Cross	4
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Deluxe Data Systems, Inc.	12/88	Bank, RDis	1, 2
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Digital Research, Inc.	10/90	Cross	3, 4
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Intergraph Corporation	12/89	Cross/ES	5
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Intermetrics, Inc.	11/89	Fed	6
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Network Management, Inc.	4/89	Cross	6
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Nichols & Company	7/89	Cross	3
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Octel Communications Corporation	12/89	Cross	5
Odesta Corporation	12/89	Cross	4, 3
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Proprietary Software Systems, Inc.	6/89	Fed	6
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STSC, Inc.	12/90	Cross	3, 4
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VENDOR ANALYSIS PROGRAM (VAP)

COMPANY PROFILES

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Cerner Corporation	6/90	Med	5
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Cognitive Systems, Inc.	4/89	Bank	6
Cognos Incorporated	8/89	Cross	4
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Control Data Business Management Services	7/90	Cross/HR	1
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VENDOR ANALYSIS PROGRAM (VAP)

COMPANY PROFILES

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COMPANY PROFILES

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Computer Sciences Corporation	11/90	Fed, Ins, Cross	6, 7
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CompuTrac, Inc.	5/89	Serv	5
Compuware Corporation	3/90	Cross	4
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Network Management, Inc.	4/89	Cross	6
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VENDOR ANALYSIS PROGRAM (VAP)

COMPANY PROFILES

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Vertical	Cross Industry
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Ins - Insurance	DB - Data bases
Loc - Local government	DR - Disaster recovery
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Med - Medical	EDI - Electronic data interchange
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VENDOR ANALYSIS PROGRAM (VAP)

COMPANY PROFILES

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Network Management, Inc.	4/89	Cross	6
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VENDOR ANALYSIS PROGRAM (VAP)

COMPANY PROFILES

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Odesta Corporation	12/89	Cross	4, 3
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VENDOR ANALYSIS PROGRAM (VAP)

COMPANY PROFILES

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VENDOR ANALYSIS PROGRAM (VAP)

COMPANY PROFILES

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VENDOR ANALYSIS PROGRAM (VAP)

COMPANY PROFILES

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VENDOR ANALYSIS PROGRAM (VAP)

COMPANY PROFILES

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VENDOR ANALYSIS PROGRAM (VAP)

COMPANY PROFILES

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VENDOR ANALYSIS PROGRAM (VAP)

COMPANY PROFILES

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Nichols & Company	7/89	Cross	3
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Odesta Corporation	12/89	Cross	4, 3
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VENDOR ANALYSIS PROGRAM (VAP)

COMPANY PROFILES

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VENDOR ANALYSIS PROGRAM (VAP)

COMPANY PROFILES

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VENDOR ANALYSIS PROGRAM (VAP)

COMPANY PROFILES

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Vertical		Cross Industry	
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VENDOR ANALYSIS PROGRAM (VAP)

COMPANY PROFILES

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VENDOR ANALYSIS PROGRAM (VAP)

COMPANY PROFILES

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VENDOR ANALYSIS PROGRAM (VAP)

COMPANY PROFILES

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VENDOR ANALYSIS PROGRAM (VAP)

COMPANY PROFILES

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VENDOR ANALYSIS PROGRAM (VAP)

COMPANY PROFILES

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VENDOR ANALYSIS PROGRAM (VAP)

COMPANY PROFILES

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VENDOR ANALYSIS PROGRAM (VAP)

COMPANY PROFILES

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VENDOR ANALYSIS PROGRAM (VAP)

COMPANY PROFILES

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VENDOR ANALYSIS PROGRAM (VAP)

COMPANY PROFILES

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VENDOR ANALYSIS PROGRAM (VAP)

COMPANY PROFILES

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COMPANY ANALYSIS AND MONITORING SERVICE (CAMS)

COMPANY PROFILES

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COMPANY ANALYSIS AND MONITORING SERVICE (CAMS)

COMPANY PROFILES

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COMPANY ANALYSIS AND MONITORING SERVICE (CAMS)

COMPANY PROFILES

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COMPANY PROFILE

BAGGERLY & ASSOCIATES

1420 N. Claremont Blvd.
Suite 110B
Claremont, CA 91711
(714) 625-7917

Carole A. Baggerly, President
Private Company
Total Revenue, Fiscal Year End
12/31/87: \$500,000 *

*INPUT estimate

The Company

Baggerly & Associates, formed in 1983, provides electronic data interchange (EDI) application software products and professional services.

Key Products and Services

The ***EDI*BUSINESS*SYSTEM***, introduced in May 1988, is an integrated EDI application system built on the X12 data base to process, versus translate, business transactions.

EDI*BUSINESS*SYSTEM modules include purchasing, quotations sales order processing, accounting, and communications.

The ***EDI*PROFILE*SYSTEM***, also introduced in May 1988, is a tool used to define and distribute EDI transaction sets as well as programs for the X12 data dictionary. The tool enables users to capture data dictionary information without re-keying it and distribute the information electronically to trading partners. In addition, the software is used to publish implementation guidelines for various industries.

The Trading Partner Installation Program is a start-to-finish process including custom software, installation, and support required to set up trading partners. Baggerly & Associates provides a customized version of the ***EDI*PROFILE*SYSTEM*** along with the ***EDI*BUSINESS*SYSTEM***, and installation with the customer's choice of trading partners.

Industry Markets

In the past, the company has sold its products and services mostly to the aerospace and electronics industries. More recently, the company's market has expanded to include the health care industry and the government sector.

**Geographic
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Baggerly & Associates provides EDI products and services throughout the U.S. and Canada. The company has plans to expand into such areas as the U.K. and Hong Kong.

COMPANY ANALYSIS AND MONITORING SERVICE (CAMS)

COMPANY PROFILES

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COMPANY ANALYSIS AND MONITORING SERVICE (CAMS)

COMPANY PROFILES

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COMPANY ANALYSIS AND MONITORING SERVICE (CAMS)

COMPANY PROFILES

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April 1, 1988

California (Internal)

Cecilia
George
Denny (Vendor Financial Watch Only)
Jan W. (Directory only)
Library (2 sets)
Nancy
Terye (2 sets profiles and directory only) ✓
Junne
Jim

Dear :

Enclosed in this Company Analysis and Monitoring Services (CAMS) shipment are nine (9) Profiles and an updated Table of Contents.

Please note that INPUT's Company Profiles have taken on a "new look." Our profiles have a new format and are printed on white paper, conforming with other INPUT program reports and deliverables.

Companies reviewed this month and their primary service mode are as follows:

<u>Company Profiles</u>	<u>Service Mode</u>
- CIMLINC, Inc. (Replaces CADLINC Profile of 9/85)	Turnkey Systems
- Comdisco Disaster Recovery Services, Inc. (New)	Processing Services
- Comshare, Inc. (Replaces Update of 1/85 and Profile of 3/84)	Processing Services
- Daisy Systems Corporation (Replaces Update of 1/87 and Profile of 3/86)	Turnkey Systems
- Duquesne Systems Inc. (Replaces Profile of 2/86)	Systems Software
- Health Data Sciences Corporation (Replaces Brief of 10/86)	Turnkey Systems
- MicroPro International (Replaces Update of 1/86 and Profile of 6/84)	Microcomputer Software

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California (Internal)

Cecilia

George

Denny (Vendor Financial Watch Only)

Jan W. (Directory only)

Library (2 sets)

Nancy

Terye (2 sets profiles and directory only)

- | | |
|---|------------------------|
| - Pansophic Systems, Inc.
(Replaces Update of 9/86 and
Profile of 10/85) | Systems Software |
| - Software Publishing Corporation
(Replaces Update of 1/86 and
Profile of 1/85) | Microcomputer Software |

The following profiles have been removed from the Table of Contents:

- Distribution Management Systems (Profile 3/87) was acquired by Cullinet Software. All information has been incorporated into the January 1988 Cullient profile.
- Professional Computer Resources Inc. (Profile 10/86) has been acquired by Pansophic Systems. All information has been incorporated into the February 1988 Pansophic profile.

INPUT welcomes your comments and suggestions.

Sincerely,

Terye Galvan
Associate Consultant

Enclosures

COMPANY ANALYSIS AND MONITORING SERVICE (CAMS)

COMPANY PROFILES

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COMPANY ANALYSIS AND MONITORING SERVICE (CAMS)

COMPANY PROFILES

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COMPANY ANALYSIS AND MONITORING SERVICE (CAMS)

COMPANY PROFILES

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COMPANY ANALYSIS AND MONITORING SERVICE (CAMS)

COMPANY PROFILES

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COMPANY ANALYSIS AND MONITORING SERVICE (CAMS)

COMPANY PROFILES

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COMPANY ANALYSIS AND MONITORING SERVICE (CAMS)

COMPANY PROFILES

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COMPANY ANALYSIS AND MONITORING SERVICE (CAMS)

COMPANY PROFILES

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COMPANY ANALYSIS AND MONITORING SERVICE (CAMS)

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COMPANY ANALYSIS AND MONITORING SERVICE (CAMS)

COMPANY PROFILES

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COMPANY ANALYSIS AND MONITORING SERVICE (CAMS)

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COMPANY ANALYSIS AND MONITORING SERVICE (CAMS)

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COMPANY ANALYSIS AND MONITORING SERVICE (CAMS)

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Advanced Healthcare Systems, Inc.	Medical
Advanced Ideas Inc.	Cross Industry/Education and Training
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Airus Inc.	Cross Industry/Systems Software
Bluebird Systems	Cross Industry/Systems Software
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Financial Update	11/83	Relational Technology Inc.	3/84
Highlight	11/82	Remote Computing	10/83
Neshaming Valley Information Processing, Inc.	5/83	Reuters North America	10/81
Numerax, Inc.	10/83	*Reynolds and Reynolds Company (The)	
Ohio Valley Data Control, Inc.	2/82	Financial Update	6/84
On-Line Business Systems, Inc.	4/82	Highlight	5/83
*On-Line Software International, Inc.		Ross Systems, Inc.	2/84
Financial Update	11/83	Ryan-McFarland Corporation	7/82
Highlight	6/82	SAS Institute Inc.	4/83
*Pansophic Systems, Inc.		SDI	3/84
Financial Update	9/84	*SEI Corporation	
Highlight	10/83	Financial Update	5/83
*Paychex, Inc.		Highlight	7/82
Financial Update	8/84	STSC, Inc.	10/83
Highlight	10/83	Safecom, Inc.	12/81
*Pay-Fone Systems, Inc.		Safeguard Business Systems, Inc.	6/84
Financial Update	11/83	*Science Applications, Inc.	
Highlight	11/82	Financial Update	8/84
Pentamation Enterprises	3/81	Highlight	10/82
Personnel Data Systems, Inc.	4/82	Science Dynamics	3/84
Petroleum Data Corporation			
See: Cogito Data Systems, Inc.			

HIGHLIGHT CONTENTS (Cont'd)

	<u>Date</u>		<u>Date</u>
Science Management Corporation	10/81	Systems and Applied Sciences Corporation	6/84
*Scientific Computers, Inc.		*Systems & Computer Technology	
Financial Update	2/84	Financial Update	3/84
Highlight	3/83	Highlight	6/83
Shared Medical Systems Corporation	6/84	Systems Architects, Inc.	7/84
Sharp, I.P. Associates	5/84	Systems Associates, Inc.	9/84
Shriver, R. Associates	5/83	Systems Consultants	
Smith, A.O. Data Systems	8/83	See: SYSCON Corporation	
*SoftTech, Inc.		Systems Management, Inc.	11/83
Financial Update	9/83	Systems Plus Inc.	9/83
Highlight	12/81	TRW Information Services	9/82
Softsel Computer Products, Inc.	11/83	TSR, Inc.	1/84
*Software AG Systems Group, Inc.		Technicon Data Systems Corporation	9/83
Financial Update	11/83	Technology Development of California	11/81
Highlight	10/82	*Telecredit, Inc.	
Software Arts, Inc.	11/83	Financial Update	8/83
Software Design Associates, Inc.		Highlight	11/81
(acquired by AGS Computers)	6/83	*Telerate, Inc.	
Software International Corporation		Financial Update	2/84
See: GEISCO		Highlight	6/83
Software Publishing Corporation	3/83	Telesis Systems Corporation	4/84
Sorcim Corporation (acquired by		Telos Corporation	10/83
Computer Associates International)	11/83	TERA Corporation	1/84
Source Telecomputing Corporation	5/84	The Thomas National Group	4/83
Statistical Tabulating Corporation	3/84	Time Sharing Resources, Inc.	
Sterling Software, Inc.	2/84	See: TSR, Inc.	
Strategic Information	11/82	Tominy, Inc.	2/82
Sun Information Services	10/82	Tone Software Corporation	8/83
Synercom Technology, Inc.	11/82	Transcomm Data Systems Incorporated	2/82
*SYSCON Corporation		Triad Systems Corporation	5/84
Financial Update	6/84	*Tymshare, Inc. (acquired by MCAUTO)	
Highlight	8/83	Financial Update	7/83
System Development Corporation	9/82	Highlight	10/82
*Systematics, Inc.			
Financial Update	8/83		
Highlight	10/82		

HIGHLIGHT CONTENTS (Cont'd)

	<u>Date</u>
UNI-COLL Corporation See: CISInetwork Corporation	
United Information Services, Inc.	10/83
United Telecom Computer Group See: United Information Services and Information Systems of America	
*University Computing Company	
Financial Update	6/83
Highlight	11/82
Urban Data processing, Inc.	5/82
VisiCorp	6/84
Walker Interactive Products	11/82
Westinghouse Information Services (acquired by National Computer Systems)	6/82
Woodward Ryan Sharp and Davis	9/83
Xerox Computer Services	11/82

INPUT

2471 EAST BAYSHORE ROAD, SUITE 600, PALO ALTO, CA 94303

(415) 493-1600

December 30, 1981

Dear CAMP Subscriber:

Enclosed are the following Highlights and an updated table of contents. This shipment completes all of the deliverables for the 1981 CAMP Program.

- ~~Affiliated Computer Systems~~ Andrew S
- ~~Astradyne Computer Industries~~ Denise
- ~~CGA Computer Associates~~ Denise
- ~~Chase Econometrics/Interactive Data Corporation~~ Jo
- ~~Computer Associates International~~ Terry
- ~~Computone Systems~~ Denise
- ~~Compuware~~ Andrew
- ~~E.B.S. Data Processing~~ Cathy
- ~~Equifax~~ Terry
- ~~Honeywell DATANETWORK~~ Jo
- ~~III Systems~~ Jan
- ~~Information Science Inc.~~ Jo
- ~~New York Times Information Service~~ Terry
- ~~Numerax~~ Jan
- ~~Optimum Systems~~ Cathy
- ~~Poorman-Douglas~~ Jo
- ~~Ross Systems~~ Terry
- ~~Safecom~~ Andrew S.
- ~~Softech~~ Cathy
- ~~Systems and Applied Sciences~~ Andrew
- ~~Systems Management~~ Andrew
- ~~Telos Computing~~ Andrew
- ~~United Telecom Computer Group~~ Jo

The following Highlights should be removed from your binders:

- SDK Medical Computer Services
 - . Now a part of Astradyne Computer Industries
- United Information Systems Group
 - . Name changed to United Telecom Computer Group

Best wishes for the New Year!

Sincerely,

Joann Jackson

Joann Jackson
Manager, Company Analysis and
Monitoring Program

INPUT

2471 EAST BAYSHORE ROAD, SUITE 600, PALO ALTO, CA 94303

(415) 493-1600

December 16, 1981

Dear CAMP Subscriber:

Enclosed are the following Highlights and table of contents:

- ✓ Bradford National *Andrew L*
- ✓ CTEC, Inc. *Denise*
- ✓ Computer Horizons Corporation *Tenye*
- ✓ Cycare Systems *Denise*
- ✓ Intermetrics, Inc. *Denise*
- ✓ International Computaprint Corporation *Cathy - 2*
- ✓ Litton Computer Services *Tenye*
- ✓ Software AG Systems Group *Denise*
- ✓ Spiridellis & Associates *Andrew S.*
- ✓ Stockholder Systems *Andrew S.*
- ✓ Technology Development of California *Jo*
- ✓ Telecredit, Inc. *Andrew L*

At this time of year we give clients an opportunity to request Highlights they would like INPUT to prepare in the following year. A form is enclosed for this purpose.

Happy Holidays!

Sincerely,

Joann Jackson

Joann Jackson
Manager, Company Analysis

JJ:am

Enclosures

INPUT

2471 EAST BAYSHORE ROAD, SUITE 600, PALO ALTO, CA 94303

(415) 493-1600

November 19, 1981

Dear CAMP Subscriber:

Enclosed is the 1981 CAMP Directory of Computer Services Companies and indices by Type of Service Offered, Industry Markets and Geographic Markets.

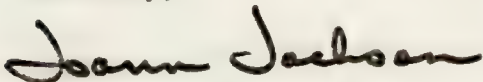
New Highlights included in this shipment are:

- Analytics *Andrew*
- Applied Data Research *Tange*
- ASK Computer Systems
- Comdata Network *Andrew*
- Computer Consoles *Denise*
- Computer Sciences Corporation *Andrew*
- Cullinane Database Systems *Denise*
- Dow Jones *Cathy 3*
- Hancock-Dikewood *Tange*
- Informatics *Andrew*
- National Data Communications *Andrew*
- National Data Corporation *Denise*
- Network Computing *Tange*
- Quotron *Cathy*
- Reuters North America *Andrew*
- Science Management *Tange*
- University Computing *Andrew*

A revised copy of the Highlight on INSAC Software is also enclosed.

Please call if you have any questions.

Sincerely,



Joann Jackson
Manager, Company Analysis

JJ:am

Enclosures

INPUT

2471 EAST BAYSHORE ROAD, SUITE 600, PALO ALTO, CA 94303

(415) 493-1600

October 26, 1981

Dear CAMP Subscriber:

Enclosed are the following Highlights and an updated index:

- ☒ Computer Task Group *Denise*
- ☒ Keane Inc. *Tenye*
- ☒ Management Science America *Denise*
- ☒ McDonnell Douglas Automation (McAUTO) *Andrew*
- ☒ Medicus Affiliates *Denise*
- ☒ National CSS *Andrew*
- ☒ Nixdorf Computer Software (Note: remove previous Highlight, *Andrew/Xavier*
The Computer Software Company)
- ☒ Personal Software *Denise*
- ☒ Space Age Computers *Colby*
- ☒ Sterling Systems *Andrew*

Please call if you have any questions.

Sincerely,



Joann Jackson
Manager, Company Analysis
and Monitoring Program

JMJ:jdw

Enclosures

INPUT

2471 EAST BAYSHORE ROAD, SUITE 600, PALO ALTO, CA 94303

(415) 493-1600

September 25, 1981

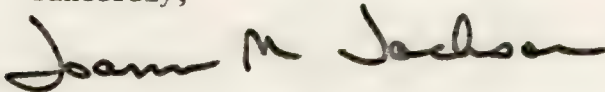
Dear CAMP Subscriber:

Please find enclosed an updated index and the following Highlights:

- Jo
- Andrew
- Cathy
- Terry
- Cathy
- Andrew
- Terry
- Andrew
- Andrew
- Andrew
- ☒ American Management Systems
- ☒ Comserv Corporation
- ☒ DTSS, Inc.
- ☒ Data Architects
- ☒ HBO and Company
- ☒ INCO, Inc.
- ☒ INSAC Software
- ☒ NCA Corporation
- ☒ Pansophic Systems
- ☒ Xerox Computer Services

Please call if you have any questions.

Sincerely,



Joann M. Jackson
Manager, Company Analysis and
Monitoring Program

JMJ:am

Enclosures

August 20, 1981

Dear CAMP Subscriber:

Please find enclosed an updated index and the following Highlights:

Denise	• Computer Systems Engineering	Short	2	\$ 4
Cathy	• Johnson Systems	Short	2	\$ 7
Denise	• Petroleum Data	Short	3	\$ 7
Andrew	• Shared Medical Systems	Long	6	\$ 107
Jo	• Software International	Short	5	\$ 18
Andrew	• Tymshare	Long	13pp	\$ 236 M

Please call if you have any questions.

Regards,



Joann M. Jackson
Manager, Company Analysis and
Monitoring Program

JMJ:am

Enclosures

INPUT

2471 EAST BAYSHORE ROAD, SUITE 600, PALO ALTO, CA 94303

(415) 493-1600

July 16, 1981

Dear CAMP Subscriber:

Enclosed are the following Highlights and an updated Index:

- | | | | | | | |
|--------|---|---|---------------------------------------|-------|------|---|
| Cathy | • | ✓ | ADVO Systems | \$30M | 2pp. | S |
| Denise | • | ✓ | Bibliographic Retrieval Systems | \$4M | 4pp | S |
| Cathy | • | ✓ | CompuServe | \$25M | 3pp | S |
| Denise | • | ✓ | Data Processing of the South | 8M | 2pp | S |
| Jo | • | ✓ | Mead Data Central | 30M | 4pp | L |
| Cathy | • | ✓ | Technicon Medical Information Systems | 25M | 3pp | S |

Please call if you have any questions.

Regards,

Thomas Nat'l
Joann M. Jackson

Joann M. Jackson
Manager, Company Analysis

JMJ:jv
Encl.

INPUT

2471 EAST BAYSHORE ROAD, SUITE 600, PALO ALTO, CA 94303

(415) 493-1600

June 17, 1981

Dear CAMP Subscriber:

Please find enclosed new CAMP Highlights on the following companies:

• Computer Usage Company	Cathy	2 pp	S
• Data Resources	DENISE	7 pp	L
• Dialog Information Systems	Denise	3 pp	S
• FAST-TAX	Denise	3	S
• GTE Telenet Information Services	Cathy	2	S
• Manufacturing Data Systems	Denise	5	L
• Redshaw	Denise	2	S
• Systems Consultants	Cathy	3	S

Two updated CAMP Highlight indices are also enclosed:

- An alphabetical listing of Highlights with issue dates referenced.
- A listing of Highlights by primary mode of service offered.

To better support CAMP and CAMP subscribers, INPUT earlier this month designated Andrew Krcik as CAMP Assistant Program Manager. He will assist me in program management, as well as client support and direct research. Before coming to the CAMP program, Andrew was responsible for management of the research analysis section and Hotline client support.

If you have any questions or comments on CAMP, please call Andrew or me.

Very truly yours,

Joann M. Jackson

Joann M. Jackson
Manager
Company Analysis & Monitoring Program

JMJ:ec

Enclosures

INPUT

2471 EAST BAYSHORE ROAD, SUITE 600, PALO ALTO, CA 94303

(415) 493-1600

May 11, 1981

Dear CAMP Subscriber:

Enclosed are twelve new CAMP Highlights and an updated Table of Contents.

\$33	- ARC INFORMATION GROUP	Denise	5 pgs	L
\$12	- AUTOMATED CONCEPTS	Denise	2 pgs	S
\$68	- CCH COMPUTAX	Jo	6 pgs	L
\$12	- CAPEX	Cathy	3 pgs	S
\$27	- DATA COMMUNICATIONS CORP.	Jo	6 pgs	L
\$11.6	- INFORMATION BUILDERS	Denise	2 pgs	S
\$20	- NLT COMPUTER SERVICES	Jo	6 pgs	L
\$9	- ON-LINE BUSINESS SYSTEMS	Jo	4 pgs	L
\$16.7	- POLICY MANAGEMENT SYSTEMS	Shave	4 pgs	S
12-15	- SDI INC.	Denise	2 pgs	S
\$15	- SOFTWARE DESIGN ASSOCIATES	Jo	3 pgs	L
25-30	- STATISTICAL TABULATING	Denise	3 pgs	S

Please contact me if you have any questions.

Sincerely,

Joann M. Jackson

Joann M. Jackson,
Manager, Company Analysis Program

JJ:ps

Enclosures

Agree 10 (?)

\$5.5 - Distribution Mgmt - (Denise)
~~Denise~~ 3 pp Short

\$50 - First Data Resources - So long
3 pp

\$16 - McCormack & Dodge - Denise short
3 pp

1/4 - Pentanation - Cathy short
2 pp

1/22 - Reynolds - Cathy long
8 pp

\$15 - Science Dynamics - Cathy short
2 pp

... ..

[Faint, illegible handwritten text]

1890

1867

INPUT

2471 EAST BAYSHORE ROAD, SUITE 600, PALO ALTO, CA 94303

(415) 493-1600

March 13, 1981

Dear Client:

Enclosed are the following new Highlights. Please replace previous ones or add to your sets as appropriate:

<i>Andrew/so</i>	Anacomp	9 88	L	4	67 M
<i>Denise</i>	Boole & Babbage	4	L	4	15 M
<i>Carol</i>	Command, Control and Communications	3	S	4	15 M
"	Insurance Systems of America	3	S	4	22 M
"	I. P. Sharp	3	S		36 M

Three of the Highlights are in a new condensed format. A similar format will be used for about 75 of the 125 Highlights to be issued this year. Your comments on the new format would be appreciated.

A list of Highlights which will not be updated is enclosed. Several of the companies on the list have been acquired, and information on them will be included in Highlights on the parent. Others have been dropped from distribution because clients have not expressed any interest in having them updated. You can retain these for historical purposes.

Two indices are enclosed which will be updated and issued with future shipments. These are:

- An alphabetical Index of CAMP Highlights with issue dates. (This is the current list of all Highlights you should have in your volumes.)
- An Index of Highlights by Primary Service.

If you have any questions or comments on CAMP, please call me.

Very truly yours,

Joann Jackson

Joann M. Jackson
Manager
Company Analysis & Monitoring Program

JMJ:ps

Enclosures

March 13, 1981

REMOVE THE FOLLOWING HIGHLIGHTS

ADAP

Applied Data Processing Inc.

Associated Computer Consultants

Auto Tell Services

Automated Data Services

Aztech Corporation

BMA Data Processing

Baybanks Data Services

Chemshare Corporation

Chicago Data Systems

Computer Curriculum

Computer Dynamics

Computer Election Systems

Computer Management Inc.

Acquired by Anacomp

Computer Professionals Unlimited

Acquired by Citicorp

Computer Research Company

Acquired by Comshare

Computer Research Inc.

Computer Service Inc.

Computer Synergy

Computone Systems

Data Computer Center

Dataflow Systems

Datatel, Inc.

Datatrol, Inc.

Financial Industry Systems

No longer in existence. Products/Services were acquired by
University Computing (PIPS), Florida Computing Services
(banking FM) and Martin Marietta Data Systems (credit union).

General Computer Services, Inc.

Acquired by Dynatron (formerly CARS).

Gulf Computer Sciences

Hetra Computer & Communications Industries

Hospital Financial Services

Acquired by Computer Sciences Corporation

(over)

INPUT

REMOVE THE FOLLOWING HIGHLIGHTS
March 13, 1981
Page 2.....

ICL, Inc.

IRT Corporation

Information Management International

Integon Computer Corporation

Intellectron International

Interactive Applications Inc.

Acquired by Boole & Babbage

Interactive Sciences Corporation

Acquired by National Data Corporation

Intercontinental Computing

Kranzley & Company

Acquired/merged with Anacomp

Mentel, Inc.

Acquired by Cullinane

Midstate Computing

Network Data Processing

Northwest Management Services

Operating Systems

Acquired by Logicon

Petroleum Data Systems

Pharmaceutical Card Systems

Praxa Data Centers

Acquired by Xerox Computer

Quantel

Quality Stationers & Printers

STC Systems

Software Module Marketing

Swanson Analysis Systems

Ticketmaster Corporation

STATISTICAL SUMMARY CHIL '80

- HIGHLIGHTS SHIPPED IN '80 by size of COMPANY: (INCLUDES 5 HIC FROM '79)

(13) < \$5 MILLION ||| ||| |||

(12) \$5-10 MILLION ||| ||| ||

(23) \$10-25 MILLION ||| ||| ||| ||| |||

(42) >25 MILLION ||| ||| ||| ||| ||| ||| ||| |||
||

- CHIL # OF PAGES

FEB. ('79 - LATE SHIPMENT) 28

APRIL 41

MAY 42

JUNE 58

AUG 33

SEPT 54

OCT 51

NOV 80

DEC 46

DEC 88

~~201~~

1

72155

1933 2 2 7

140 23 MAR 01-C 1

1891-1892 2nd

December 23, 1980

Dear CAMP Subscriber:

Enclosed are the following new Company Highlights and a new Quarterly Financial Chart reflecting revenues as of September 30, 1980. This shipment completes all of the deliverables for the 1980 CAMP Program.

- ASK COMPUTER SYSTEMS 5
- AMERICAN MANAGEMENT SYSTEMS 8
- AUTOMATIC DATA PROCESSING 11
- CINCOM SYSTEMS 5
- COMSHARE 8
- MARTIN MARIETTA DATA SYSTEMS 5
- MATHEMATICA, INC. 7
- MCDONNELL DOUGLAS AUTOMATION 9
- NATIONAL DATA CORP. 9
- SIGMA DATA COMPUTING 4
- SYSTEM DEVELOPMENT CORP. 7
- UNIVERSITY COMPUTING 10

Happy Holidays!

Sincerely,



Joann M. Jackson,
Manager, Company Analysis Program

JJ:bn

Enclosures

PROPOSED SCHEDULE OF THE TOP 25 COMPUTER SERVICES COMPANIES
TO WRITE OR REVISE IN 1980

Anacomp
Automatic Data Processing
Boeing Computer Services
Bradford National
Bunker Ramo
Computer Sciences Corporation
Computervision
Comshare
Control Data Corporation
Electronic Data Systems
First Data Resources
General Electric Information Services
Informatics
MCAUTO

NCR
National CSS
National Data Corp.
Planning Research Corp.
Reynolds & Reynolds
Scientific Applications Inc.
Shared Medical
System Development Corporation
TRW
Tymshare
United Computing Information Services
University Computing
Xerox Computer Services

PROPOSED NEW HIGHLIGHTS FOR 1980

Advanced Computer Techniques
Agency Records Control
American Appraisal
Analysts International
Applicon
Arthur Anderson
Autotrol
BDM (Braddock, Dunn & McDonald)
Cogar Corporation
Computer Sharing Services
Computeristics
Consumer Systems
Cybernetics & Systems
DASD Corporation
Datacrown
Digicon
Far West
First Computer Corporation
Foretex
GTE Data Services
Grumman Data Systems
Heller, Robert Associates
Infodata Systems

Information Consultants
Johnson Controls
Lambda Technology
Litton Mellonics
Logicon
M & S Computing
Mathematica
Management Horizons
Marquette Data Services
Medicus
Mutual Computer Services
National Sharedata
Neshaminy Valley Information Processing
Price Waterhouse
Quanex Management Systems
Rand Information Systems
Safeguard Business Systems
Securities Industry
Seiscom Delta
Structural Dynamics Research
Systems Computer & Technology
Trinco Inc.
Wingate Associates

PROPOSED SCHEDULE FOR HIGHLIGHTS TO REVISE IN 1980

Applied Data Processing, Inc.
AVCO Computer Services
Baybanks Data Services
Cincom Systems
Compuserve
Computer Corporation of America
Computer Consoles
Computer Network
Cybertek
Dialcom
Information Science
Information Systems Design
Interactive Data
Insurance Systems Inc.

Kranzley & Company
MRI Systems/Intel Commercial Division
Multiple Access
Nichols & Company
On-Line Business Systems
Professional Hospital Services
Proprietary Computer Systems
Rapidata
Remote Computing Corp.
STC Systems
Sigma Data Computing Corp.
Systematics
Western Union Corporation

INPUT

2471 EAST BAYSHORE ROAD, SUITE 600, PALO ALTO, CA 94303

(415) 493-1600

December 11, 1980

Dear CAMP Subscriber:

Enclosed are the following new Highlights:

- GEISCO *1300* *7 pgs*
- INFORMATION SCIENCE *\$15* *4 pgs*
- LOGICON *\$49.3* *7 pgs*
- PLANNING RESEARCH CORPORATION *\$30.3* *8 pgs*
- RAND INFORMATION PROCESSING *\$19* *5 pgs*
- SHARED MEDICAL SYSTEMS *\$82.8* *5 pgs*
- STRUCTURAL DYNAMICS CORPORATION *\$8* *5 pgs*
- SYSTEMATICS *\$30.2* *5 pgs*

I would like to thank all of the clients who completed the Quality Control questionnaire on CAMP. As a result of this poll, a few changes will be made to the 1981 deliverables.

Because the overwhelming majority of clients rated the Highlights as being the most valuable portion of the CAMP program, we will be publishing more in 1981. Additionally, emphasis will be placed on preparing Highlights on companies with \$10 million or more in revenues. Highlights on companies under \$5 million in revenues will not be prepared unless requested.

INPUT will be issuing approximately 125 Highlights in 1981. Of these, about 50 will be the standard 4 to 15 page write-ups and 75 will be 1 to 2 page "fact sheets."

The item receiving the lowest value rating was the Quarterly Financial Chart. We have decided to eliminate it. The Financial Chart you will receive in the next few weeks will be the last one issued.

There will be an annual update of the Directory. Inquiry privileges and access to INPUT's vendor files will be supported as usual.

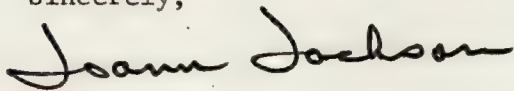
At this time of the year we give clients an opportunity to request Highlights they would like INPUT to prepare. A form is enclosed for

CAMP Subscribers
December 11, 1980
Page 2

your recommendations. We try to prepare write-ups on most of the companies requested. However, in some instances we can't. Some of the companies are too small, others refuse to be interviewed or provide any information, and some are not computer services companies or do not view themselves as such. When we cannot do a Highlight on a company requested, you will be contacted by someone on the staff with an explanation.

Please contact me if you have any questions on the changes to the CAMP 1981 program or need other information.

Sincerely,

A handwritten signature in cursive script that reads "Joann Jackson".

Joann M. Jackson
Manager, Company Analysis Program

JJ:bn

Enclosures

November 19, 1980

Dear CAMP Subscriber:

Enclosed are the following new Company Highlights:

- Canada Systems Group
- Computer Sciences Corporation
- The Continuum Company
- Control Data Corporation
- Electronic Data Systems
- Gerber Scientific
- Informatics
- National CSS
- Tymshare

80 pages

Please contact me if you have any questions.

Sincerely,



Joann Jackson
Manager, Company Analysis

JJ:jl

Enclosures

14

14

14

14

INPUT

2471 EAST BAYSHORE ROAD, SUITE 600, PALO ALTO, CA 94303

(415) 493-1600

October 17, 1980

Dear Client:

Enclosed is the 1980 CAMP Directory of Computer Services Companies and its supporting indices.

The new Directory is an extensive update of earlier editions. Approximately 2,000 companies were contacted to update the information for this issue, which now contains over 2,200 computer services firms with revenues exceeding \$150,000 per year, including:

- 1,000 vendors of processing services.
- 1,200 vendors of software products.
- 1,200 vendors of professional services.
- 600 vendors of turnkey systems.

(Numbers do not equal 2,200 firms due to multiple services provided by many of the companies.)

Of the companies contained in the Directory, approximately 1,000 have revenues of \$2 million or less, approximately 450 companies are in the \$2-10 million range, and 140 have revenues exceeding \$10 million.

The information in the Directory is maintained in a computerized data base, which is available to clients for custom searches. An additional fee is charged for this service. Some examples of special computer runs performed for clients include:

- A list of all companies with less than 20% of their revenues in processing services and corporate revenues in the \$3-10 million range.
- A list of all companies offering remote computing services in the Northeast.
- A list of, and mailing labels for, companies offering services to the banking industry.

Please feel free to call me with any comments or suggestions you wish to make concerning this Directory or future editions.

Very truly yours,



Joann Jackson
Manager, Company Analysis

JJ:ml

Enclosures

CAMP DIRECTORY RECORDS

	<u>Number in File</u>
TOTAL RECORDS	2,515
Computer Services Firms	2,132
Other Companies	383
BY SIZE	
Less Than \$2M Annual Revenues	963
\$2M-10M	449
Greater Than \$10M	162
No Fiscal Data	941
BY TYPE OF SERVICE	
Software Products	1,188
Professional Services	960
Turnkey Systems	558
Remote Computing	666
Batch Processing	745
Facilities Management	180
BY APPLICATION	
General Business	635
Scientific and Engineering	124
Utility	167
Industry Specialty	486
BY INDUSTRY MARKET	
Discrete Manufacturing	549
Process Manufacturing	403
Transportation	389
Utilities	384
Banking and Finance	722
Insurance	481
Medical	517
Education	388
Retail	444
Wholesale	406
Federal Government	302
State and Local Government	324
Services	455
Other	442

BY GEOGRAPHIC REGION

New England	552
Middle Atlantic	770
East North Central	624
West North Central	404
South Atlantic	597
East South Central	328
West South Central	419
Mountain	361
Pacific	740
International	538

October 7, 1980

Dear CAMP Subscriber:

Enclosed are the following new Company Highlights and a new Quarterly Financial Chart reflecting revenues as of June 30, 1980.

- Analysts International	\$ 20	<u>Page</u> 5
- Computer Network	21	4
- Computervision	103	6
- Cybertek Computer Products	7.8	5.
- Information Sciences	4	3
- Information Systems Design	13.5	4
- Litton Mellonics	19	4
- Rapidata	20	7
- Remote Computing Corp.	12	6
- Span Management Systems	5.6	3
- Systems and Computer Technology Corp.	35	4

Please contact me if you have any questions.

Sincerely,

Joann Jackson

Joann Jackson
Manager, Company Analysis

JJ:sm

Enclosures

51 pages

1999-2000

1999-2000

1999-2000

INPUT

2471 EAST BAYSHORE ROAD, SUITE 600, PALO ALTO, CA 94303

(415) 493-1600

September 16, 1980

Dear CAMP Subscriber:

Enclosed are the following new Company Highlights:

	\$	Pgs
- Bowne Information Systems	11.6	4
- Bradford National	120	10
- The Computer Company	13.7	6
- Computer Data Systems	14.8	6
- Computer Sharing Services	10	3
- Consumer Systems	7.5	3
- Consolidated Computer Corp	2.8	2
- DASD	18.2	3
- Dialcom	6	4
- Distribution Sciences	4	5
- Infodata	3.7	4
- Scientific Computers	9	4

Please contact me if you have any questions.

Sincerely,

Joann Jackson

Joann Jackson
Manager, Company Analysis

JJ:jl

Enclosures

54 Pgs

1871

1872

1873

1874

1875

INPUT

2471 EAST BAYSHORE ROAD, SUITE 600, PALO ALTO, CA 94303

(415) 493-1600

August 13, 1980

Dear CAMP Subscriber:


Enclosed with this shipment are the following Company Highlights:

Advanced Computer Techniques	<u>1</u> 11.8	<u>PCS</u> 8
Auto-trol Technology	33.5	5
Intel Systems Corporation	11	4
Lambda Technology	18	3
NCR	150	4
Proprietary Computer Systems	10	4
TRW Information Services	62	5
		<hr/> 33

In addition, a corrected Highlight on Neshaminy Valley and pages 3/4 of the Applicon Highlight are enclosed. Frankly, we goofed! Please replace these pages in your sets.

Please note that MRI Systems has changed its name to Intel Systems. The old Highlight on MRI Systems should be removed.

Sincerely,



Joann Jackson
Manager, Company Analysis
and Monitoring Program

JJ:pm

Enclosure

INPUT

INPUT

2471 EAST BAYSHORE ROAD, SUITE 600, PALO ALTO, CA 94303

(415) 493-1600

June 30, 1980

CAMP Subscriber:

Enclosed are the following CAMP Highlights and a new Quarterly Financial Chart reflecting revenues as of March 31, 1980.

- Applicon	\$
- Bunker Ramo	50
- Chase Econometrics/Interactive Data Corporation	46
- Compu-Serve	19
- Computer Corporation of America	55
- Computeristics	7
- Information Consultants	25
- INSCO	36
- M & S Computing	29.8
- Neshaminy Valley Information Processing	8.1
- Safeguard Business Systems	11.0
- Science Applications	30

PAS
4
3
5
5
5
6
4
6
4
4
5
7

Please call me if you have any questions.

Sincerely,

Joann Jackson

Joann Jackson
Manager, Company Analysis

JJ:pm

Enclosures

58 PM

INPUT

2471 EAST BAYSHORE ROAD, SUITE 600, PALO ALTO, CA 94303

(415) 493-1600

May 1980

CAMP Subscriber:

Enclosed are the following CAMP Highlights and a new Quarterly Financial Chart reflecting revenues as of December 31, 1979.

- AVCO Computer Services
- Data crown
- Digicon
- First Computer Corporation
- Fortex
- National Sharedata
- Xerox Computer Services

8
3.8
57.4
32
4.6
3.5
33
50

P65
4
7
9
4
4
5
9
42

Please call me if you have any questions.

Yours truly,



Joann Jackson
Manager, Company Analysis

JJ:pm

Enclosure

INPUT

2471 EAST BAYSHORE ROAD, SUITE 600, PALO ALTO, CA 94303

(415) 493-1600

April 3, 1980

Dear CAMP Client :

Springtime is a time of new beginnings! Here's a few things you need to do to clean up CAMP. It will clear your binders and enable you to more effectively use CAMP.

- Attachment A provides a list of Highlights you should remove from your Highlight Binders (unless you are a historian — then put them in a separate binder called "archives").
- Seven new Highlights are enclosed. As usual, these should replace previous Highlights or be added to your sets. These are:

	<u>\$</u>	<u>Pgs</u>
- Boeing Computer Service	93	7
- Hewlett Packard	3.5	4
- Insurance Systems, Inc.	1.5	3
- Nichols & Company	1	2
- Professional Hospitals	6.5	3
- Reynolds and Reynolds	102	9
- United Information Systems Group	138	13
		<u>411</u> 68

Some clients have inquired about how INPUT selects companies for Highlights. Here's how it works:

- An annual Highlight is prepared on each of the top 25 computer services firms.
- The remaining 60 - 75 Highlights are selected from:
 1. Client recommendations.
 2. Companies INPUT believes clients should be interested in.

A list of the proposed Highlights to issue in 1980 is also enclosed.

If you have any questions or comments on CAMP, please call me.

Thanks for your support.

Sincerely,

Joann Jackson

Joann Jackson
Manager, Company Analysis

INPUT

2471 EAST BAYSHORE ROAD, SUITE 600, PALO ALTO, CA 94303

(415) 493-1600

February 27, 1980

Dear Subscriber:

Enclosed are the following company Highlights:

AGS Computers, Inc. *sent*

Automatic Data Processing

National Data Corporation *sent*

SEI

R. Shriver Associates

1
14.5
363
49
18
4.4

PGS
4
8
7
6
3

28

Please call me if you have any questions.

Sincerely,

Joann Jackson

Joann Jackson
Manager, Company Analysis

JJ:th
Enclosures

INPUT

2471 EAST BAYSHORE ROAD, SUITE 600, PALO ALTO, CA 94303

(415) 493-1600

December 1979

Dear CAMP Subscriber:

Enclosed are the following CAMP Highlights and a new Quarterly Financial Chart reflecting revenues as of 9/30/79.

- American Data Services, Inc.
- Control Data Corporation.
- ~~Computer~~ Systems, Inc. **COMPUTEL**
- Comshare, Inc.
- General Electric Information Services Company.
- IteI Data Services Group.
- Martin Marietta Data Systems.
- Optimum Systems, Inc.
- Planning Research Corporation
- STSC, Inc.
- Software Design Associates, Inc.
- Sun Information Services Company
- University Computing Company.

A few Highlights are still outstanding in order to complete the CAMP 1979 program. These will be shipped in mid-January and will include:

- AGS Computers, Inc.
- Automatic Data Processing, Inc.
- Boeing Computer Services, Inc.
- Hewlett-Packard Computer Systems Group.
- National Data Corporation.
- SEI, Inc.
- R. Shriver Associates.
- United Computing Systems, Inc.

The CAMP **1980** ~~1979~~ program deliverables will be approximately as follows:

- One-third Annual Update of the Largest Computer Services Firms.
- One-third New Companies.
- One-third Revisions of Previous Highlights.

Page 2
December 1979

In order to satisfy your requirements for new company Highlights and revisions of previous issues, I am enclosing a list of Highlights and a questionnaire for your 1980 recommendations. Final selection of 1980 Highlights will be based on the tabulation of these questionnaires.

INPUT looks forward to working with you in 1980 and plans to continue the Hotline service for specific client requests.

Happy Holidays!

Sincerely,

A handwritten signature in cursive script that reads "Joann Jackson".

Joann Jackson
Manager, Company Analysis

JJ/th
Enclosures

9/19/79

Leading tax processing companies - as suggested
by hotline client:

AUTOTAX (TYMSHARE)

- | | | | |
|---|----------------|------------|--------------------------------|
| ① | ACUTAX | RiR | Walnut Creek, CA |
| ② | BENETAX | | NY |
| ③ | COMPUTAX | | LA (\$30 M + 1978) |
| ④ | COMPUTE | | Phoenix |
| ⑤ | CORPTAX | | LA |
| ⑥ | CTF | | Cupertino |
| ⑦ | DIGITAX | (COMSHARE) | Albertson, NY (\$2.9 M 1978) |
| ⑧ | DYNATAX | (TYMSHARE) | Cupertino |
| ⑨ | FAST-TAX | | Dallas |
| ⑩ | PTS | (ADP) | Garden City, NY (\$3.2 M 1978) |
| ⑪ | SOFTWARE 10-40 | | NY |
| ⑫ | TACS | CSC Intl | LA |
| ⑬ | TAX-LINE | | White Bear Lake, MI. |
| ⑭ | UNITAX | (TYMSHARE) | Anaheim |

- | | |
|---|--|
| ① | COMSHARE |
| ② | REYNOLDS & REYNOLDS |
| ③ | TYMSHARE |
| ④ | UNITED TELECOMMUNICATIONS
(ON-LINE SYSTEMS) |

(>\$19 M 1978)



EXHIBIT A

REMOVE THE FOLLOWING HIGHLIGHTS

	1977	1976
AFFILIATED COMPUTER SYSTEMS		
Acquired by ADP		11/76
AMDAHL CORPORATION		
Not a Computer Services Company		12/76
AMERICAN VALUATION CONSULTANTS		
No client interest in updating	11/77	
ANALYSIS AND PROGRAMMING		
Division sold to NLT	4/77	
AUTEX		
Acquired by Itel Data Services; Xerox		6/76
BOOTHE COMPUTER		
Not a services company		
BUSINESS AUTOMATION		
No client interest in updating; company name changed to Odin Datasystems	2/77	
CARTER ASSOCIATES		
Acquired by Imperial Computer Services		12/76
COGNA SYSTEMS CORPORATION		
Acquired by Anacomp	11/77	
COMPUTER CONSULTING SERVICES		
New Name: CyCare Systems	10/77	
CONCAP COMPUTING SYSTEMS, INC.		
No client interest in updating	11/77	
DIABLO SYSTEMS		
No client interest in updating		12/76
DIKEWOOD INDUSTRIES, INC.		
No client interest in updating	11/77	
EQUIMATICS		
Division of Informatics		12/76

FIRST DATA CORPORATION

Acquired by ADP

4/77

FORESIGHT SYSTEMS

Acquired by United Computing

6/76

FRELAN ASSOCIATES

No client interest in updating; company name
changed to Menlo Computer Associates

12/76

GREYHOUND COMPUTER CORPORATION

No longer providing Computer Services

12/76

HDR SYSTEMS, INC.

No client interest in updating

10/77

HEALTH APPLICATION INSTITUTE

No longer in the computer services business

3/76

INSYTE CORPORATION

No longer offering external computer services

12/76

INTEGRATED DATA CORPORATION

No client interest in updating

1/77

INTEL CORPORATION

Highlight will be done on MRI Systems

12/76

INTERDATA

No client interest in updating

11/76

INTERNATIONAL COMPUTER TECHNOLOGY
CORPORATION

No client interest in updating

6/77

INTERNATIONAL MANAGEMENT SYSTEMS
CORPORATION

No client interest in updating

6/77

INTERNATIONAL TELECONTROL CORPORATION

No client interest in updating

10/77

INTERSTATE COMPUTING, INC.

No client interest in updating

1/77

KAPPA SYSTEMS, INC.

No client interest in updating

8/77

LOGICAL MACHINE CORPORATION

Not a computer services firm

11/76

MANAGEMENT AND COMPUTER SERVICES, INC.	
No client interest in updating	12/76
MARCHBANKS AND PARKER, INC.	
No client interest in updating	1/77
MARYLAND NATIONAL OPTIMATION	
Acquired by American Management Systems	4/77
MAY AND SPEH DATA PROCESSING CENTER, INC.	
No client interest in updating	3/76
MEDICAL COMPUTER SYTEMS, INC.	
Purchased by Transunion; no client interest in updating	11/77
METRIDATA COMPUTING	
Acquired by Sun Information	3/76
MID-CONTINENT COMPUTER SERVICES, INC.	
No client interest in updating	11/77
ON-LINE SYSTEMS, INC.	
Acquired by United Computing	9/77
PENTAMATION ENTERPRISES	
No client interest in updating	10/77
PRIME COMPUTER	
Not a Computer Services Firm	8/77
PROGRAMS AND ANALYSIS, INC.	
No client interest in updating	6/77
QUALTERM TERMINALS	
Not a Computer Services Firm	12/76
SAVINGS MANAGEMENT COMPUTER CORPORATION	
No client interest in updating	4/77
SIGMA DATA SYSTEMS	
No client interest in updating	12/76
SIGMA RESEARCH ASSOCIATES	
No client interest in updating	6/77
SNYDER ASSOCIATES	
Unable to locate company	1/77

SOFCO, INC.

Unable to locate company

11/77

SOFTWARE DESIGN, INC.

12/76

No client interest in updating

SYSTEMS, SCIENCE AND SOFTWARE (S³)

3/76

No client interest in updating

SYSTEMS ENGINEERING COMPUTER CO.

10/77

No client interest in updating

TANDEM COMPUTERS

12/26

Not a Computer Services Firm

TELESTAT SYSTEMS, INC.

6/76

No client interest in updating

TESSERACT CORPORATION

11/77

No client interest in updating

TRES COMPUTER SYSTEMS, INC.

12/76

No client interest in updating

TRILOG ASSOCIATES

6/76

Acquired by Comshare & Pentamation

WEILAND COMPUTER GROUP

10/77

Acquired by Sun Info Services

